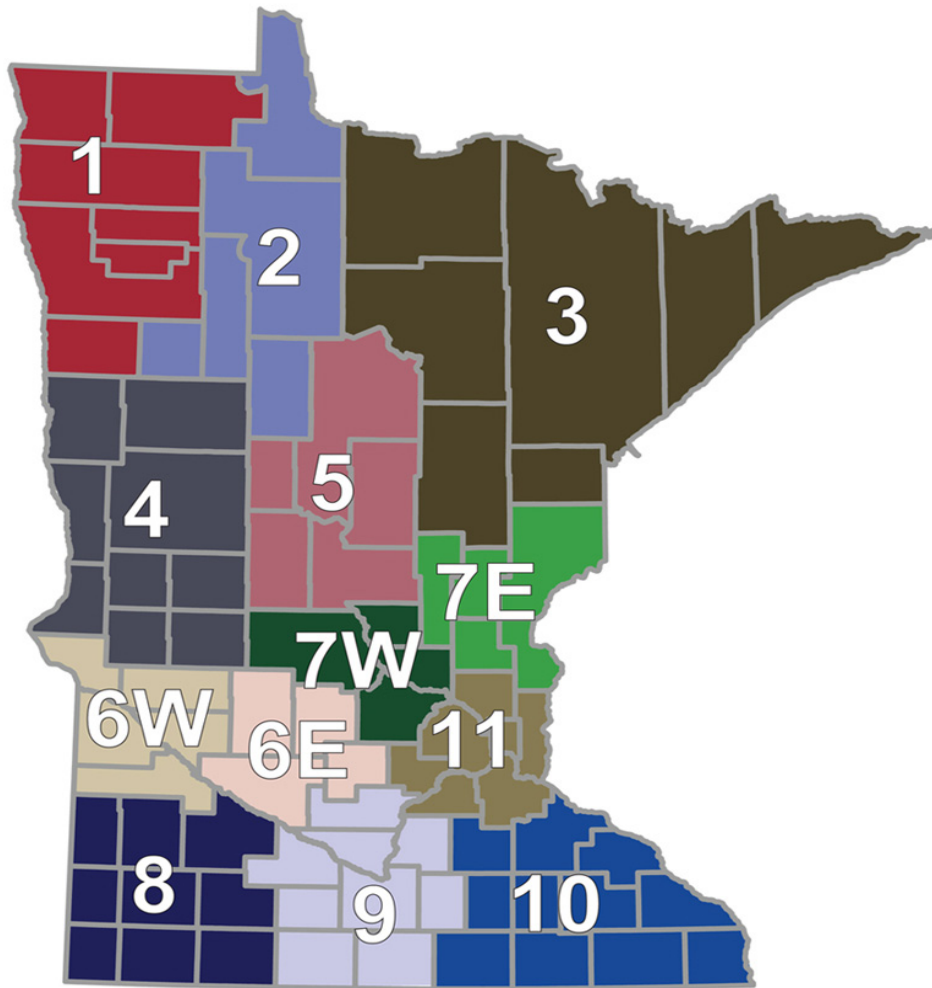


# Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

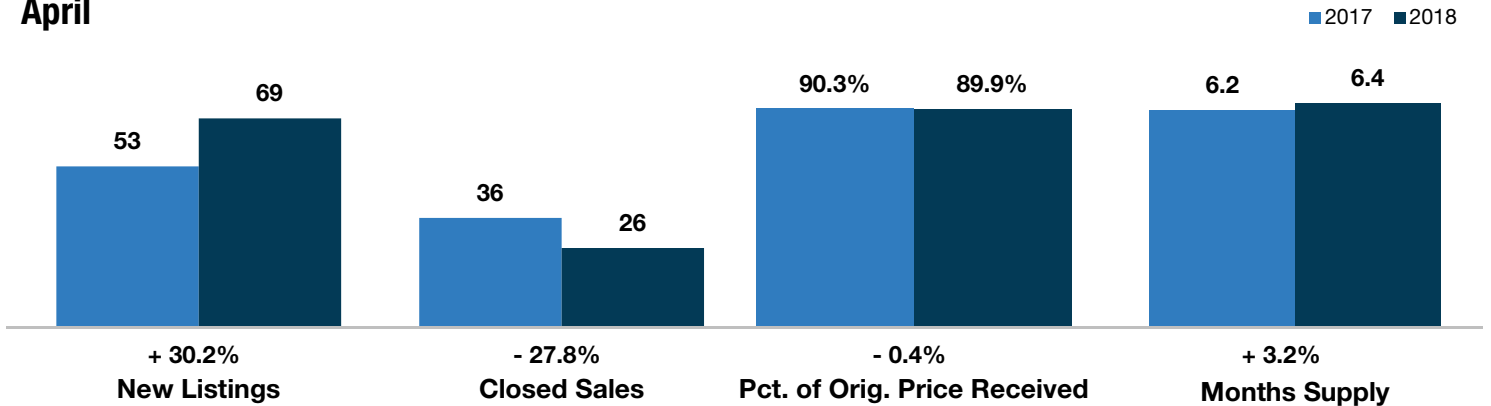


## 1 – Northwest Region

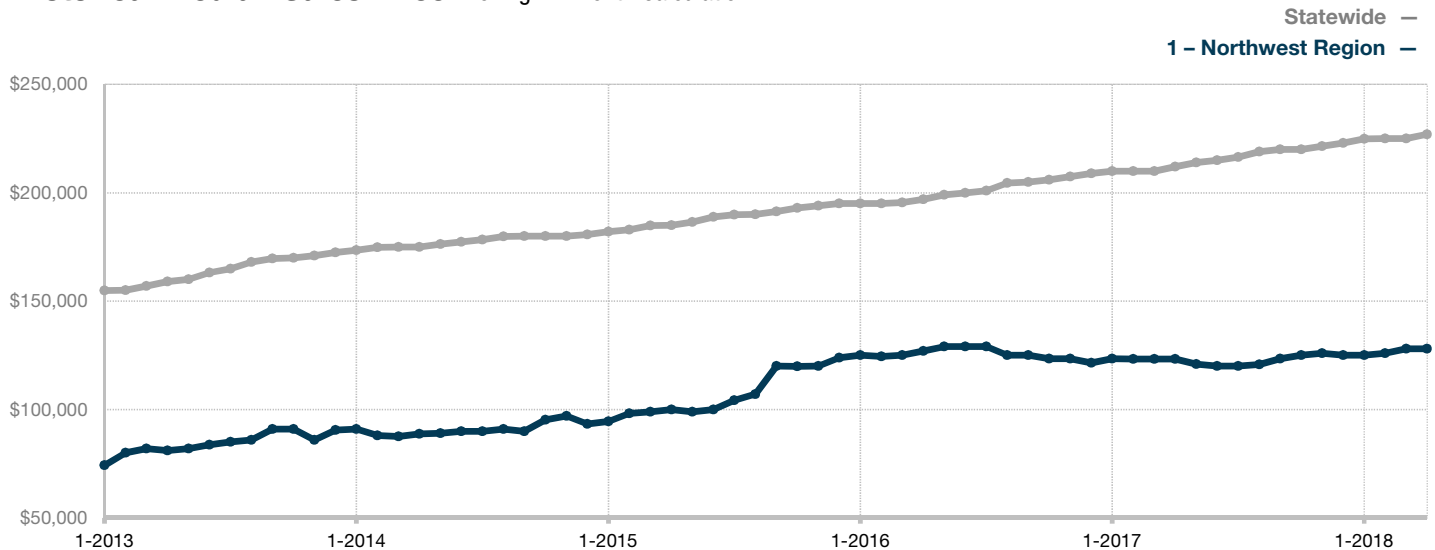
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	53	<b>69</b>	+ 30.2%	197	<b>200</b>	+ 1.5%
Closed Sales	36	<b>26</b>	- 27.8%	112	<b>97</b>	- 13.4%
Median Sales Price*	\$126,750	<b>\$133,750</b>	+ 5.5%	\$119,000	<b>\$132,500</b>	+ 11.3%
Percent of Original List Price Received*	90.3%	<b>89.9%</b>	- 0.4%	91.4%	<b>89.8%</b>	- 1.8%
Days on Market Until Sale	169	<b>217</b>	+ 28.4%	149	<b>197</b>	+ 32.2%
Months Supply of Inventory	6.2	<b>6.4</b>	+ 3.2%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

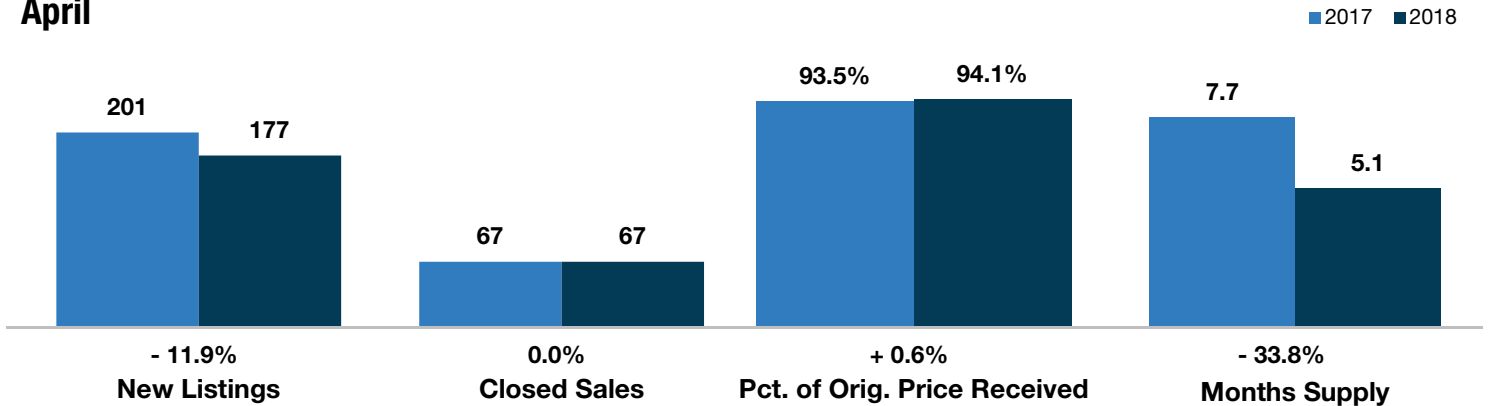


## 2 – Headwaters Region

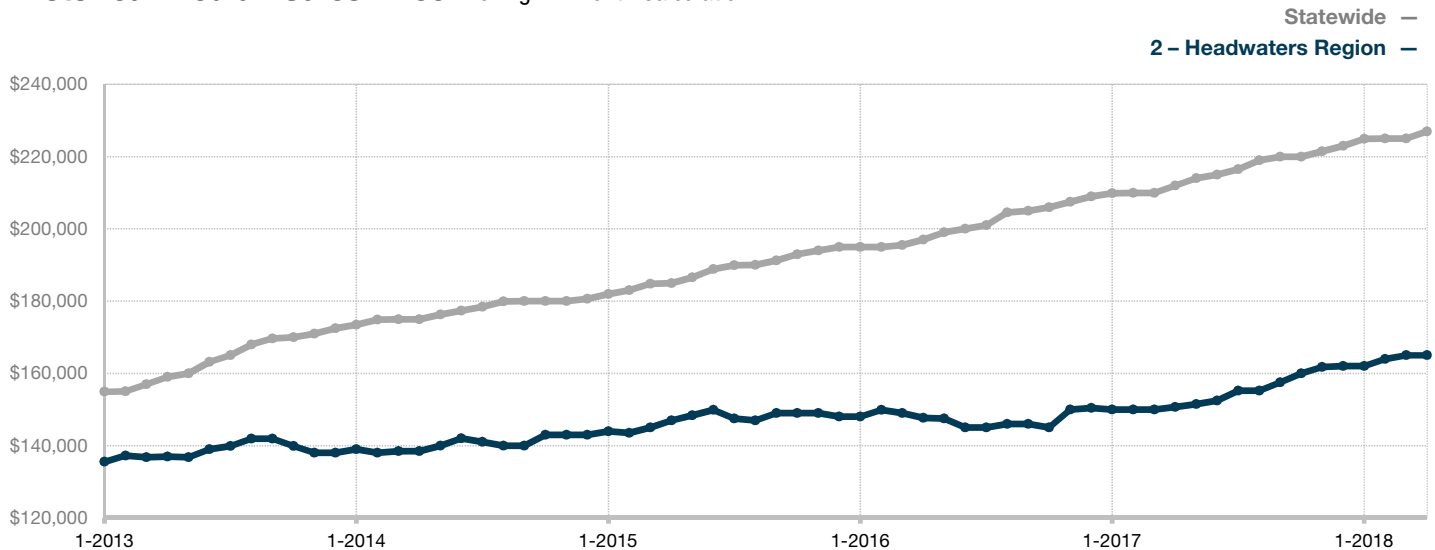
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	201	177	- 11.9%	573	487	- 15.0%
Closed Sales	67	67	0.0%	207	216	+ 4.3%
Median Sales Price*	\$136,500	\$139,500	+ 2.2%	\$136,500	\$154,950	+ 13.5%
Percent of Original List Price Received*	93.5%	94.1%	+ 0.6%	91.7%	93.1%	+ 1.5%
Days on Market Until Sale	149	132	- 11.4%	145	135	- 6.9%
Months Supply of Inventory	7.7	5.1	- 33.8%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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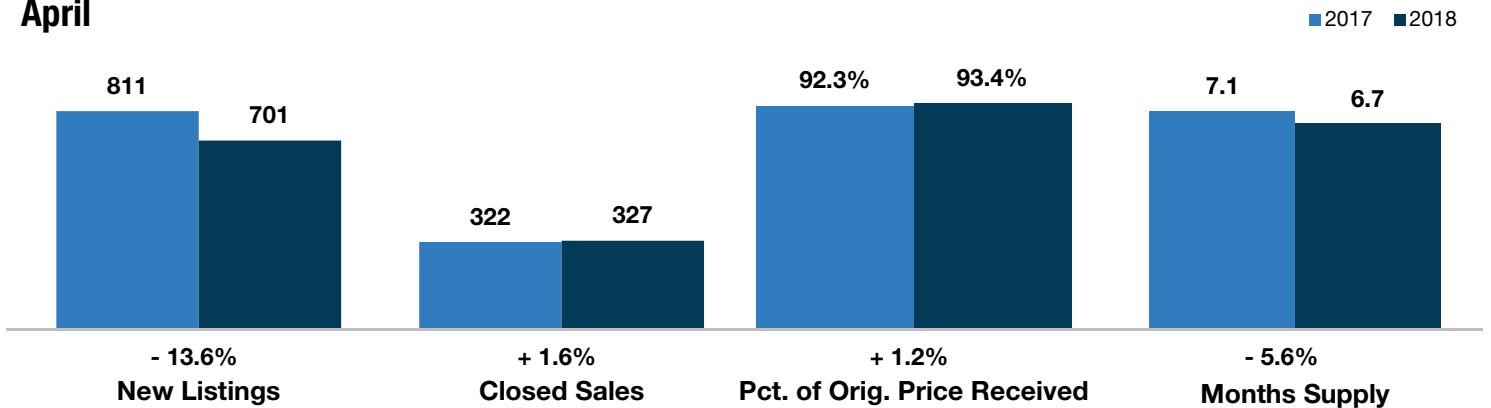


## 3 – Arrowhead Region

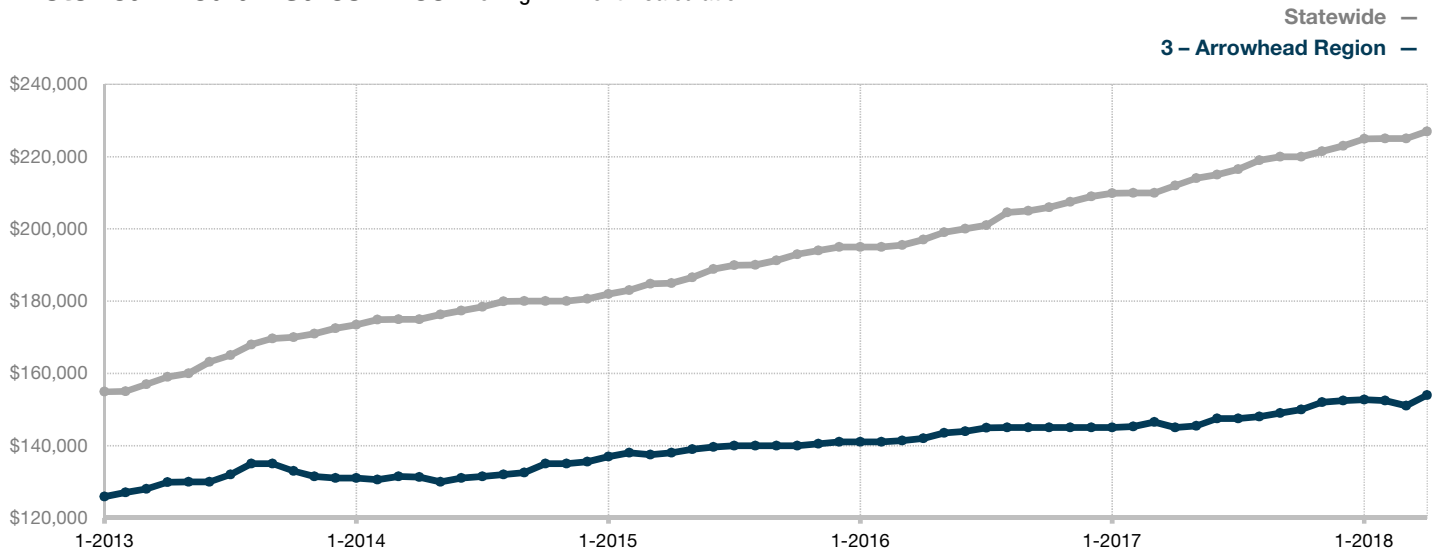
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	811	701	- 13.6%	2,395	2,158	- 9.9%
Closed Sales	322	327	+ 1.6%	1,064	1,026	- 3.6%
Median Sales Price*	\$131,000	\$150,000	+ 14.5%	\$137,000	\$140,000	+ 2.2%
Percent of Original List Price Received*	92.3%	93.4%	+ 1.2%	91.6%	92.4%	+ 0.9%
Days on Market Until Sale	125	107	- 14.4%	122	110	- 9.8%
Months Supply of Inventory	7.1	6.7	- 5.6%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

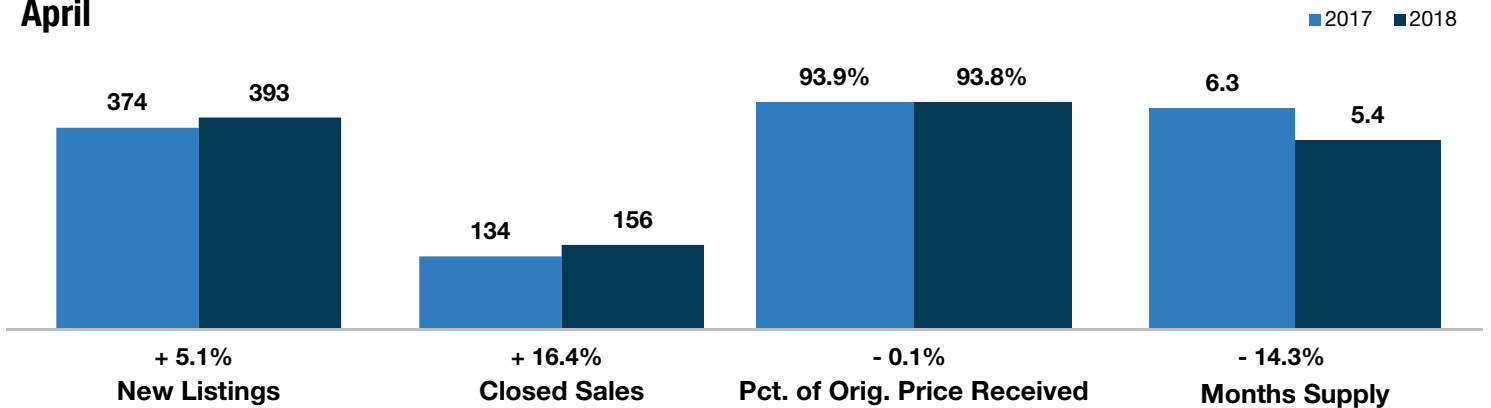


## 4 – West Central Region

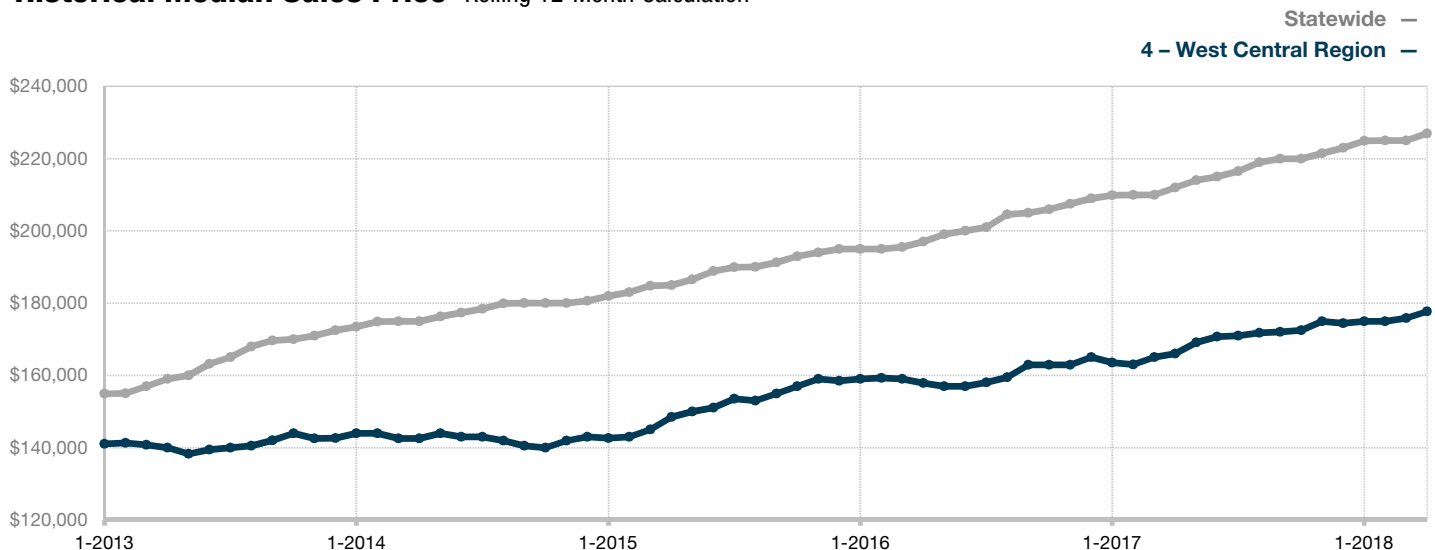
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	374	<b>393</b>	+ 5.1%	1,020	<b>1,074</b>	+ 5.3%
Closed Sales	134	<b>156</b>	+ 16.4%	413	<b>462</b>	+ 11.9%
Median Sales Price*	\$170,750	<b>\$198,000</b>	+ 16.0%	\$162,500	<b>\$175,000</b>	+ 7.7%
Percent of Original List Price Received*	93.9%	<b>93.8%</b>	- 0.1%	93.3%	<b>93.3%</b>	0.0%
Days on Market Until Sale	102	<b>98</b>	- 3.9%	96	<b>97</b>	+ 1.0%
Months Supply of Inventory	6.3	<b>5.4</b>	- 14.3%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

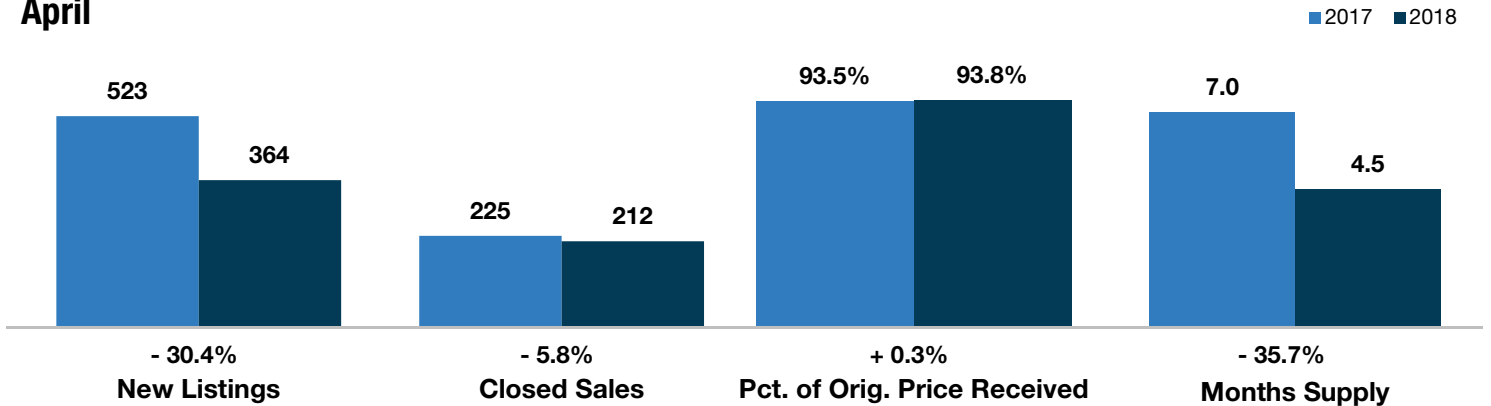


## 5 – North Central Region

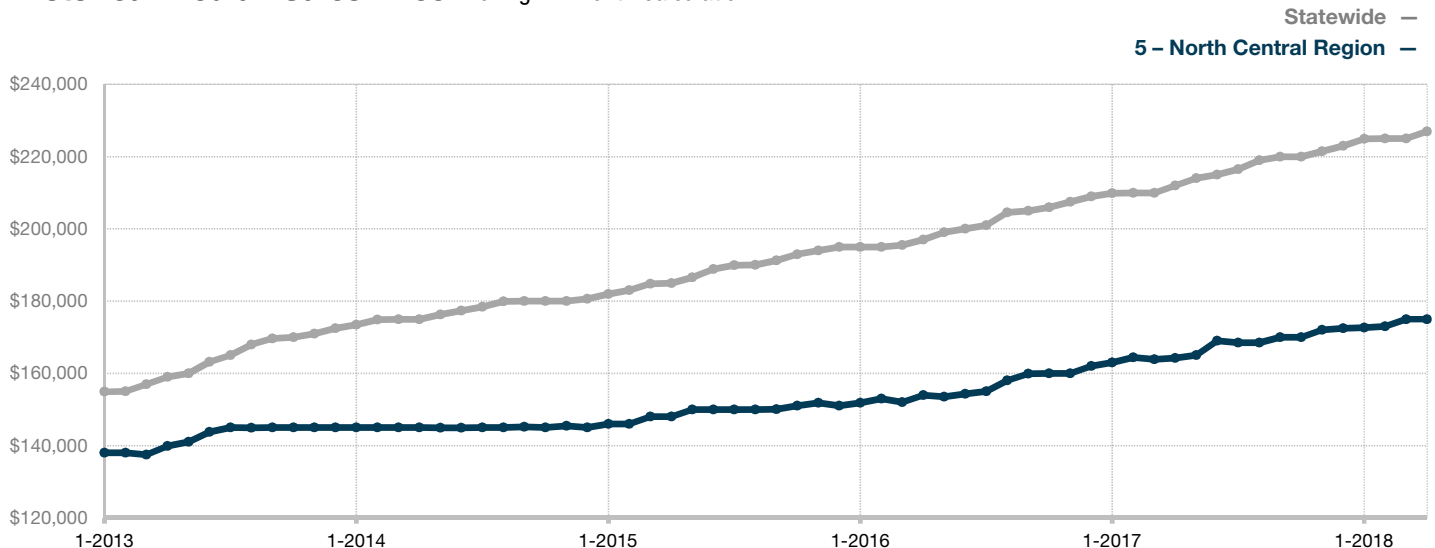
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	523	<b>364</b>	- 30.4%	1,544	<b>1,262</b>	- 18.3%
Closed Sales	225	<b>212</b>	- 5.8%	612	<b>643</b>	+ 5.1%
Median Sales Price*	\$167,850	<b>\$175,000</b>	+ 4.3%	\$150,000	<b>\$169,000</b>	+ 12.7%
Percent of Original List Price Received*	93.5%	<b>93.8%</b>	+ 0.3%	92.0%	<b>93.2%</b>	+ 1.3%
Days on Market Until Sale	97	<b>98</b>	+ 1.0%	111	<b>100</b>	- 9.9%
Months Supply of Inventory	7.0	<b>4.5</b>	- 35.7%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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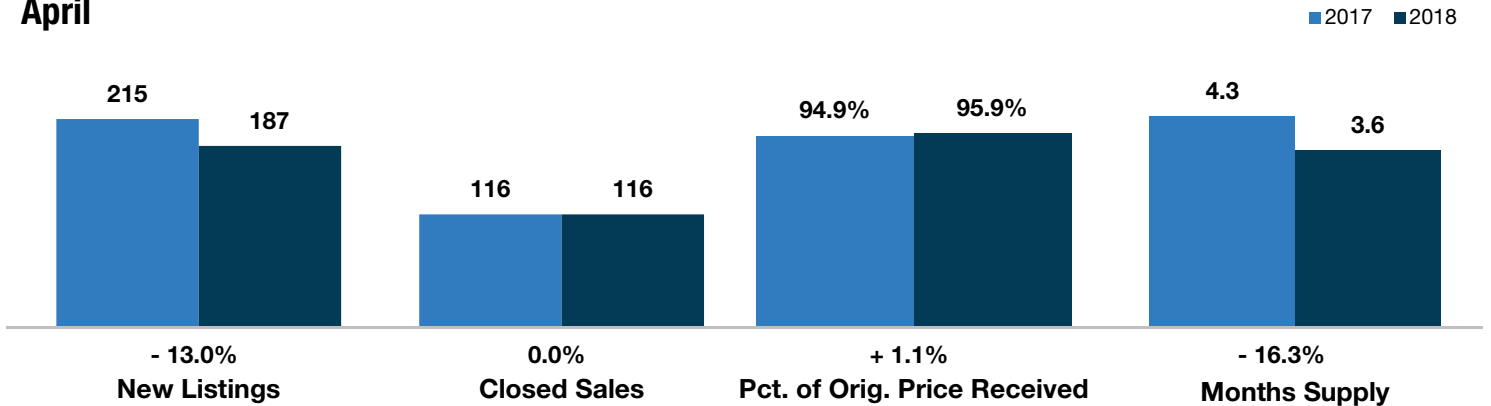


## 6E – Southwest Central Region

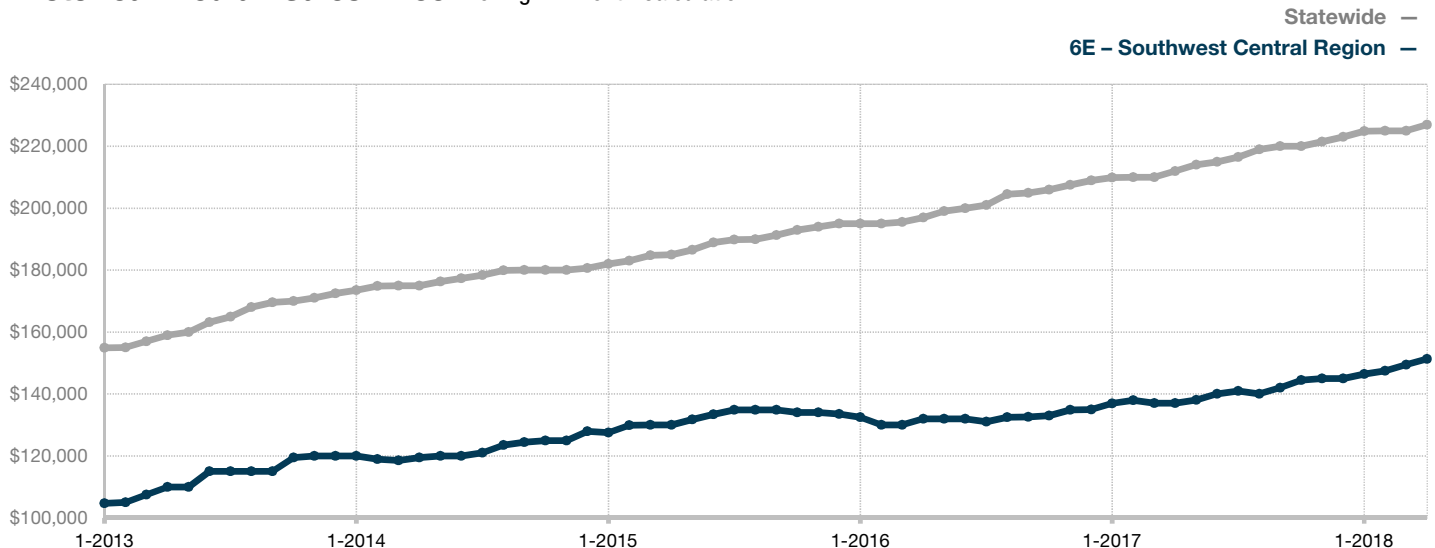
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	215	187	- 13.0%	651	610	- 6.3%
Closed Sales	116	116	0.0%	365	377	+ 3.3%
Median Sales Price*	\$135,950	\$155,000	+ 14.0%	\$128,500	\$148,500	+ 15.6%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	93.6%	94.8%	+ 1.3%
Days on Market Until Sale	78	80	+ 2.6%	90	80	- 11.1%
Months Supply of Inventory	4.3	3.6	- 16.3%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

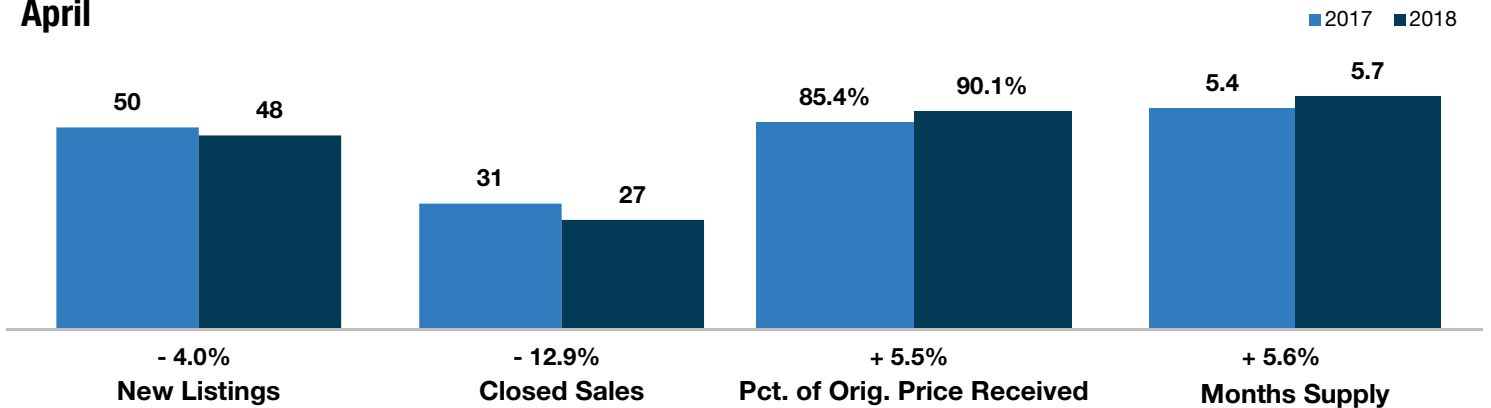


## 6W – Upper Minnesota Valley Region

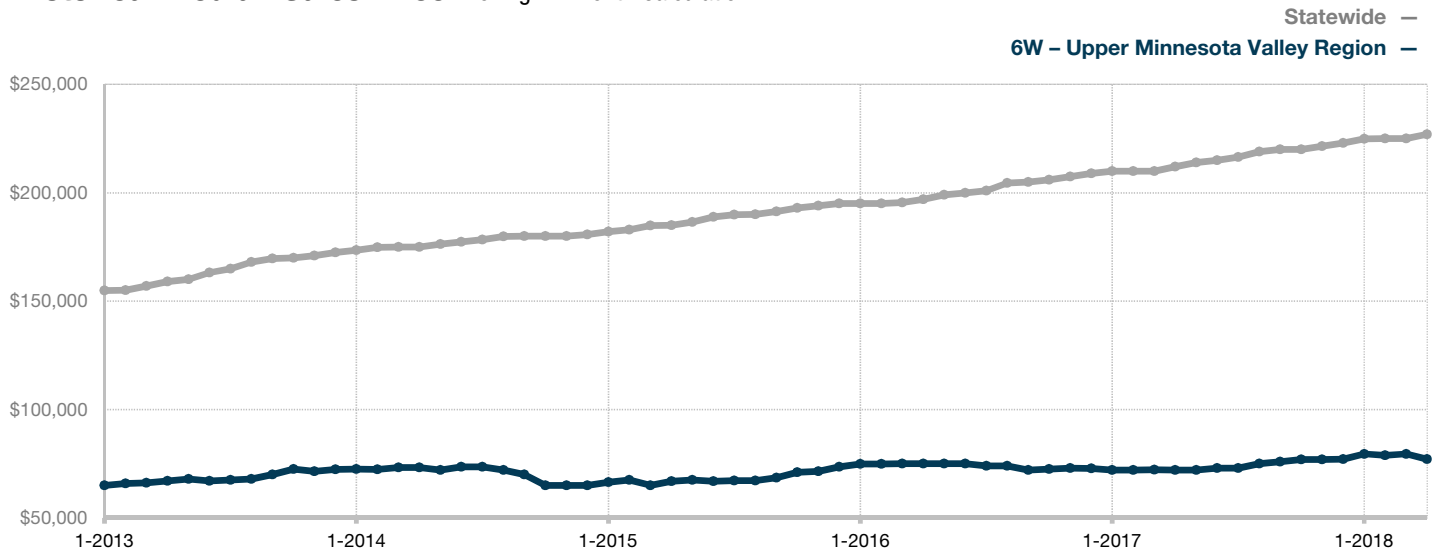
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	50	48	- 4.0%	132	138	+ 4.5%
Closed Sales	31	27	- 12.9%	112	101	- 9.8%
Median Sales Price*	\$59,900	\$55,000	- 8.2%	\$72,000	\$68,500	- 4.9%
Percent of Original List Price Received*	85.4%	90.1%	+ 5.5%	87.5%	88.6%	+ 1.3%
Days on Market Until Sale	178	99	- 44.4%	163	123	- 24.5%
Months Supply of Inventory	5.4	5.7	+ 5.6%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### April



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for April 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

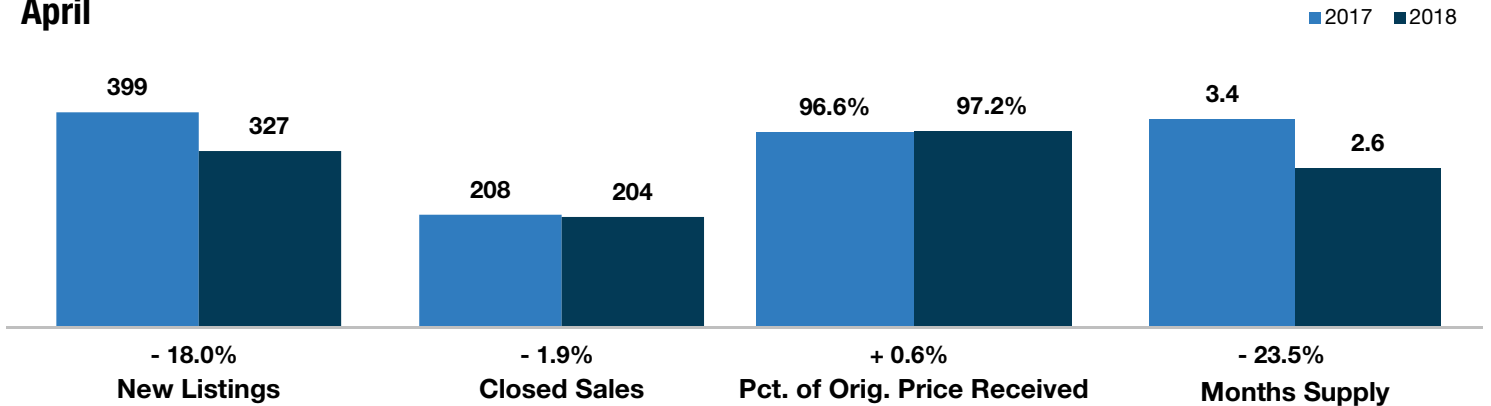


## 7E – East Central Region

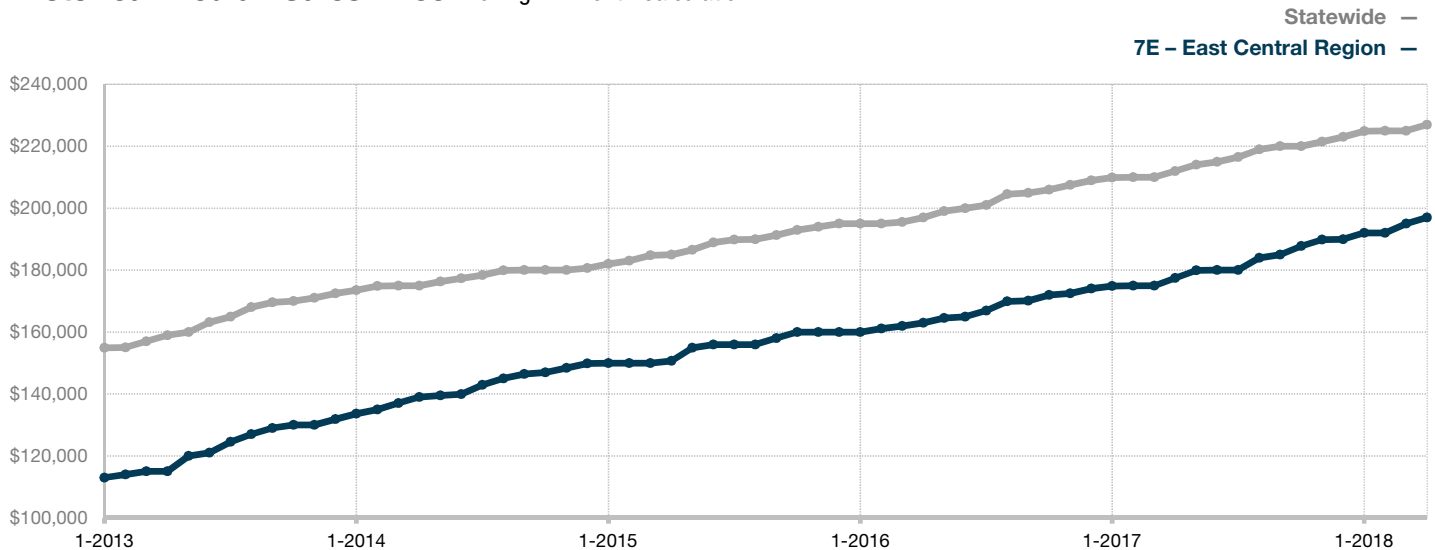
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	399	<b>327</b>	- 18.0%	1,294	<b>1,097</b>	- 15.2%
Closed Sales	208	<b>204</b>	- 1.9%	658	<b>610</b>	- 7.3%
Median Sales Price*	\$183,750	<b>\$215,000</b>	+ 17.0%	\$174,997	<b>\$200,000</b>	+ 14.3%
Percent of Original List Price Received*	96.6%	<b>97.2%</b>	+ 0.6%	96.0%	<b>95.9%</b>	- 0.1%
Days on Market Until Sale	61	<b>62</b>	+ 1.6%	73	<b>67</b>	- 8.2%
Months Supply of Inventory	3.4	<b>2.6</b>	- 23.5%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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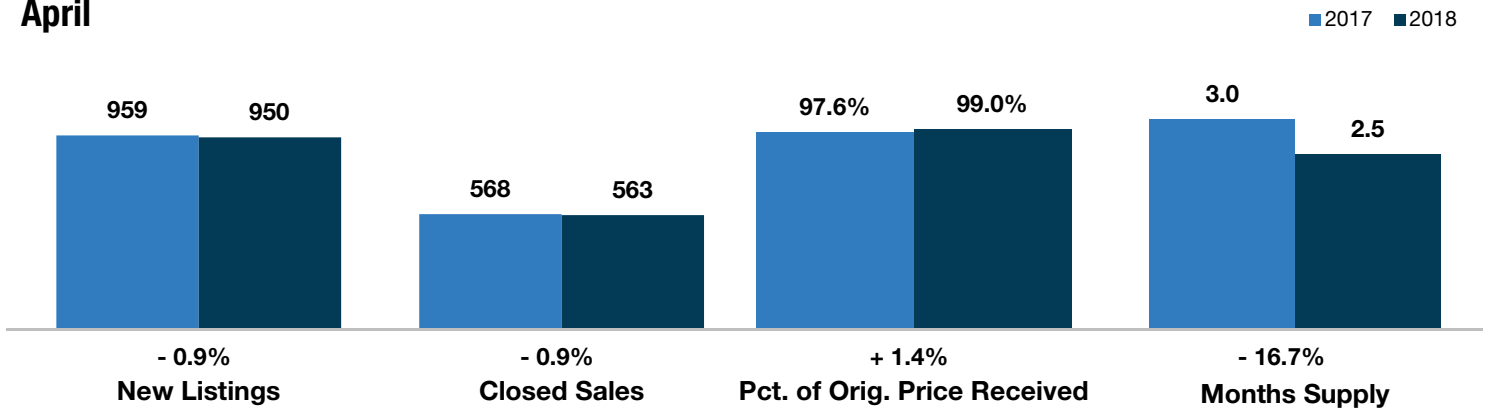


## 7W – Central Region

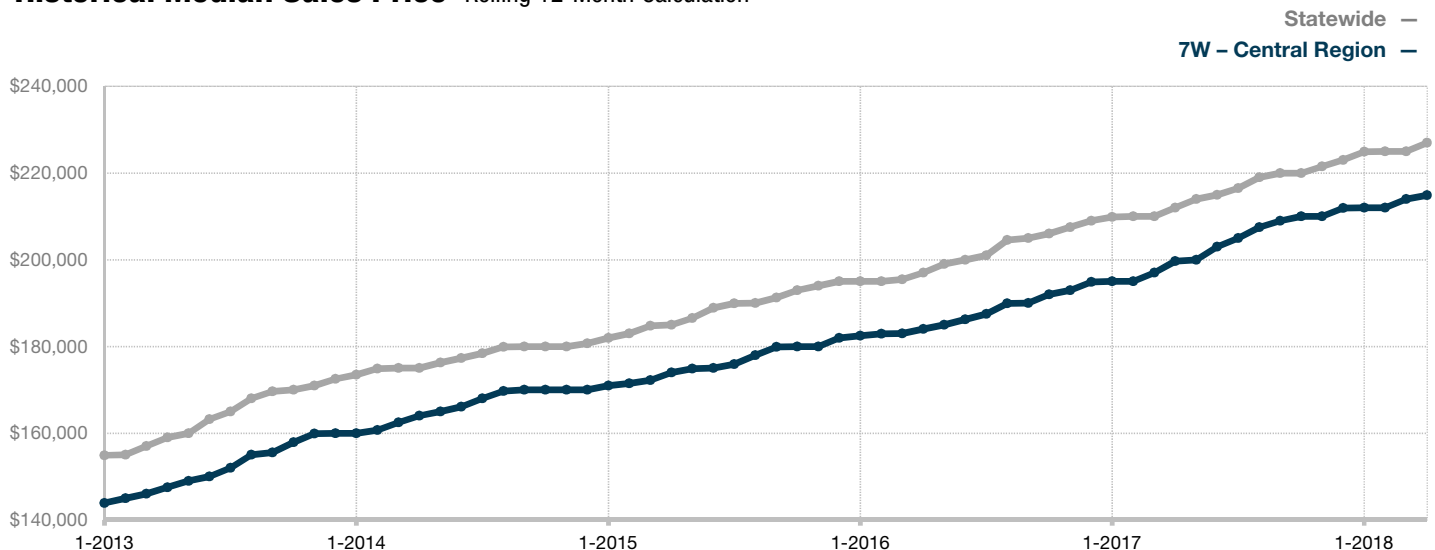
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	959	<b>950</b>	- 0.9%	3,273	<b>3,059</b>	- 6.5%
Closed Sales	568	<b>563</b>	- 0.9%	1,790	<b>1,734</b>	- 3.1%
Median Sales Price*	\$214,900	<b>\$223,375</b>	+ 3.9%	\$200,000	<b>\$215,000</b>	+ 7.5%
Percent of Original List Price Received*	97.6%	<b>99.0%</b>	+ 1.4%	96.9%	<b>97.5%</b>	+ 0.6%
Days on Market Until Sale	57	<b>45</b>	- 21.1%	62	<b>55</b>	- 11.3%
Months Supply of Inventory	3.0	<b>2.5</b>	- 16.7%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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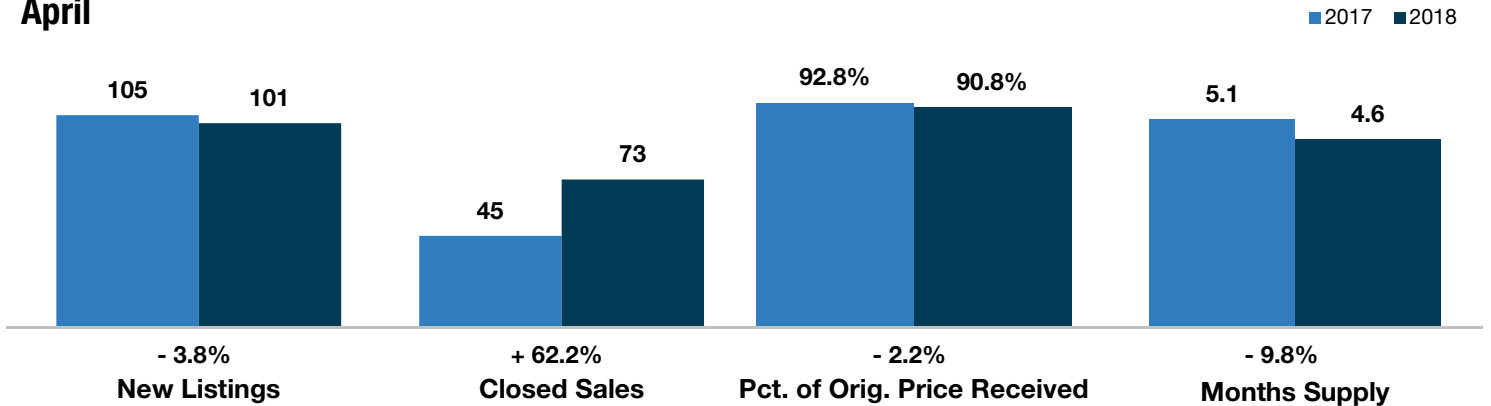


## 8 – Southwest Region

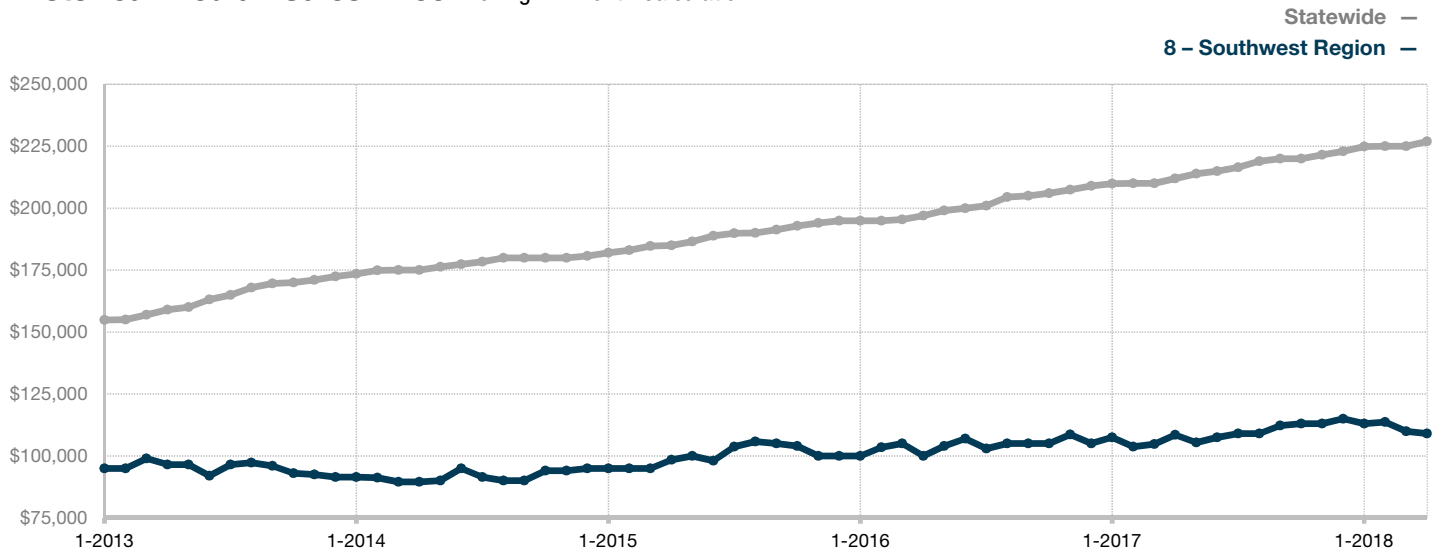
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	105	101	- 3.8%	295	341	+ 15.6%
Closed Sales	45	73	+ 62.2%	161	232	+ 44.1%
Median Sales Price*	\$103,000	\$98,750	- 4.1%	\$116,000	\$92,000	- 20.7%
Percent of Original List Price Received*	92.8%	90.8%	- 2.2%	89.9%	89.7%	- 0.2%
Days on Market Until Sale	106	92	- 13.2%	127	95	- 25.2%
Months Supply of Inventory	5.1	4.6	- 9.8%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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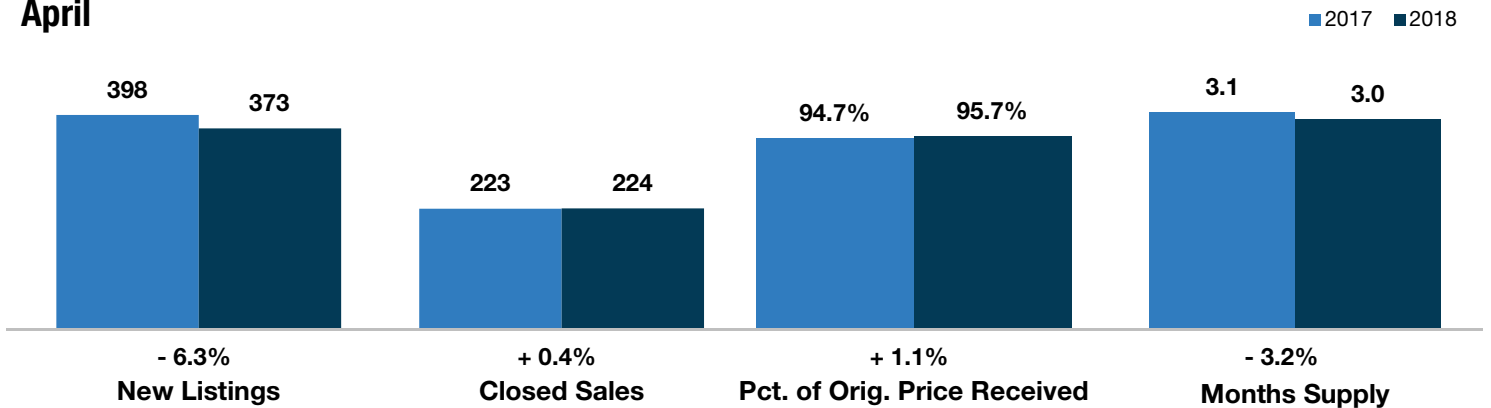


## 9 – South Central Region

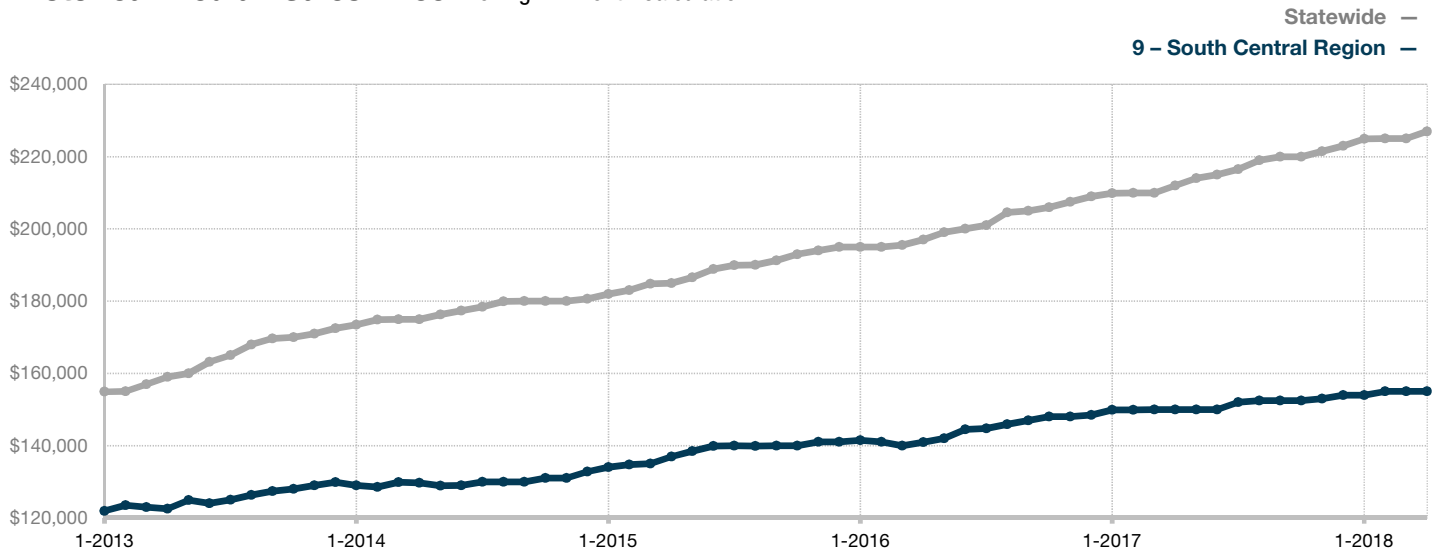
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	398	<b>373</b>	- 6.3%	1,177	<b>1,140</b>	- 3.1%
Closed Sales	223	<b>224</b>	+ 0.4%	738	<b>713</b>	- 3.4%
Median Sales Price*	\$150,050	<b>\$161,900</b>	+ 7.9%	\$144,000	<b>\$155,000</b>	+ 7.6%
Percent of Original List Price Received*	94.7%	<b>95.7%</b>	+ 1.1%	93.2%	<b>95.0%</b>	+ 1.9%
Days on Market Until Sale	123	<b>89</b>	- 27.6%	120	<b>104</b>	- 13.3%
Months Supply of Inventory	3.1	<b>3.0</b>	- 3.2%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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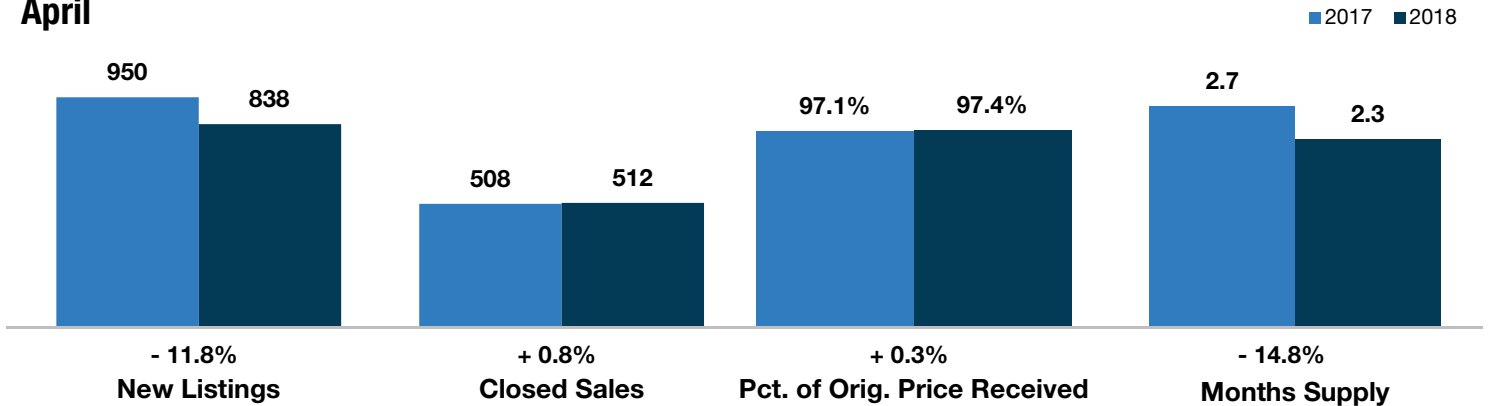


## 10 – Southeast Region

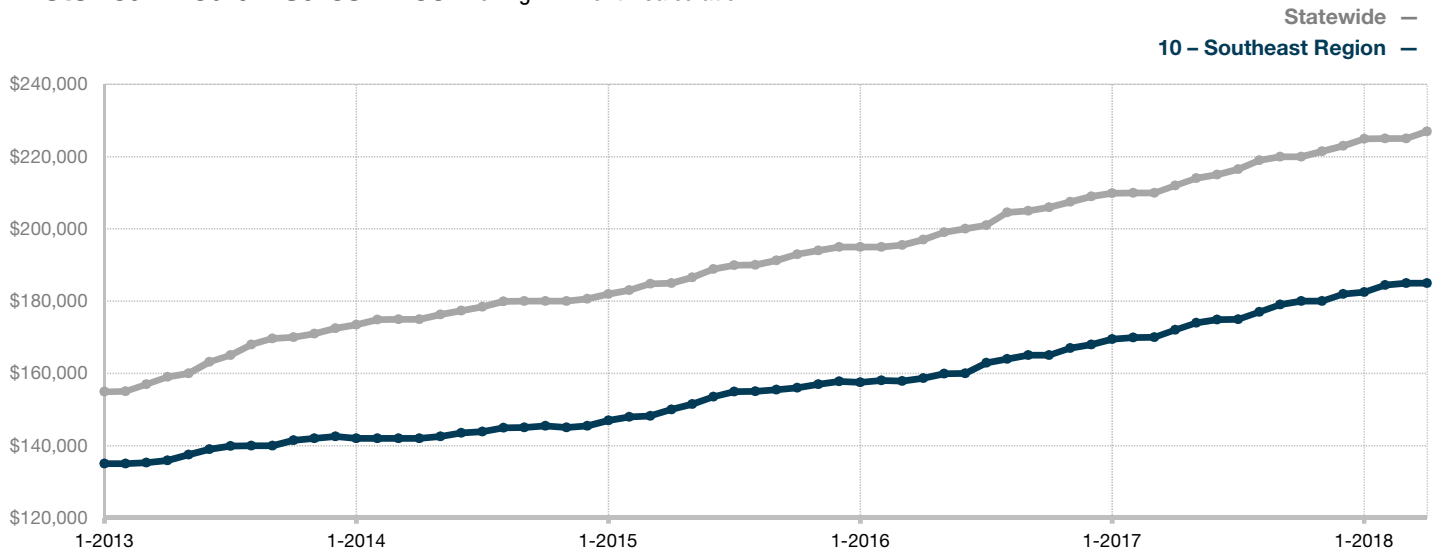
Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	950	<b>838</b>	- 11.8%	2,821	<b>2,531</b>	- 10.3%
Closed Sales	508	<b>512</b>	+ 0.8%	1,688	<b>1,625</b>	- 3.7%
Median Sales Price*	\$185,000	<b>\$188,500</b>	+ 1.9%	\$174,900	<b>\$185,000</b>	+ 5.8%
Percent of Original List Price Received*	97.1%	<b>97.4%</b>	+ 0.3%	96.2%	<b>96.2%</b>	0.0%
Days on Market Until Sale	74	<b>63</b>	- 14.9%	80	<b>71</b>	- 11.3%
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2018

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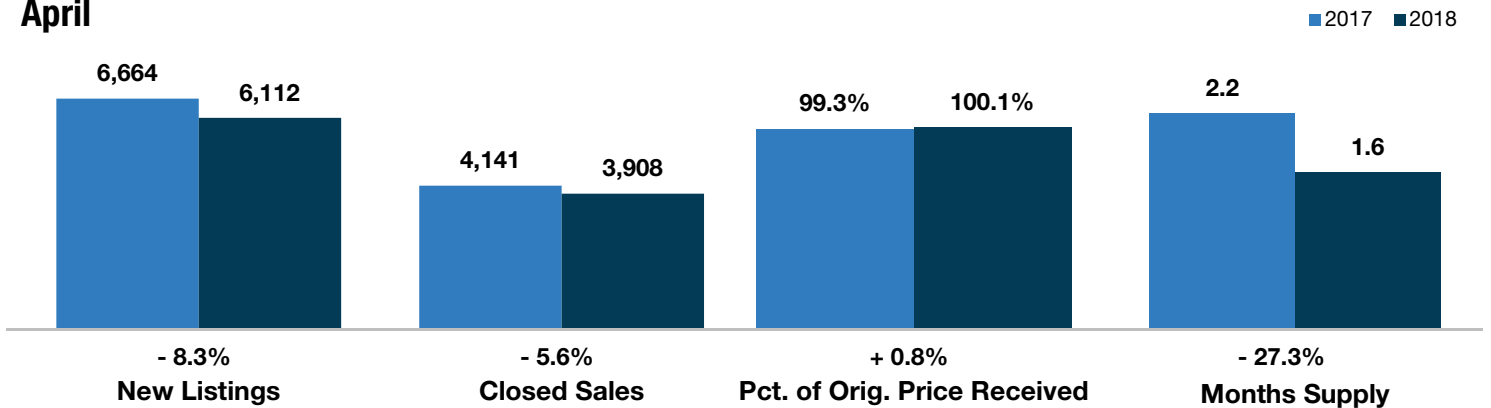


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	6,664	<b>6,112</b>	- 8.3%	21,761	<b>19,379</b>	- 10.9%
Closed Sales	4,141	<b>3,908</b>	- 5.6%	12,720	<b>12,041</b>	- 5.3%
Median Sales Price*	\$250,000	<b>\$275,000</b>	+ 10.0%	\$239,900	<b>\$262,000</b>	+ 9.2%
Percent of Original List Price Received*	99.3%	<b>100.1%</b>	+ 0.8%	97.8%	<b>98.9%</b>	+ 1.1%
Days on Market Until Sale	38	<b>34</b>	- 10.5%	49	<b>43</b>	- 12.2%
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation

